

Message Text

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PAGE 01 STATE 207589
ORIGIN COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 /023 R

DRAFTED BY COMM/BIC/OED/SIPS/FECROSLEY/DJH
APPROVED BY EB/OCA/CM/JJREILLY
COMM/BIC/OED/SIPS/SSLEON
COMM/BIC/OED/OBOD/RECOHEN
STATE/ARA/PE/ASCFULLER (INFO)

-----121592 310101Z /64

P 302246Z AUG 77
FM SECSTATE WASHDC
TO AMEMBASSY LIMA PRIORITY

UNCLAS STATE 207589

E.O. 11652: NA

TAGS: BEXP, PE

SUBJECT: PRODUCT OPPORTUNITY - SYMPOSIUM, UPDATE NUMBER 1

REF: A) LIMA 7137, B) STATE 194465

1. TITO SALZMAN OF SOLAR TURBINE, IH WILL ACCOMPANY LUIS URIARTI. PLEASE ADVISE SHERATON.
2. PLEASE SUBSTITUTE "INDUSTRIAL" FOR "LIGHT WEIGHT" IN TITLE OF UT PRESENTATION. (SEE REFTEL B, ITEM 5B).
3. GE HERE WANTS TO SWITCH N. SCHULTZ 1500-1630 FIRST COMMISSION WEDNESDAY PRESENTATION WITH A. DIAZ 1100-1200 SECOND COMMISSION TUESDAY SHOWN REFTEL A TO RELATE TO APPROPRIATE COMMISSION SUBJECT.
4. JUAN L. LASTRES WILL REPLACE S. BARRIENTOS FIRST COMMISSION MONDAY 1530-1700.

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5. RAY CASAPRIMA, FAIRBANKS MORSE DIVISION OF COLT INDUSTRIES WOULD APPRECIATE EMBASSY SETTING UP INDIVIDUAL APPOINTMENTS WITH POTENTIAL DISTRIBUTORS FOR THEIR DIESEL ENGINES. ARRIVES MONDAY EVENING.

6. WM. J. MCFARLAND OF STEWART AND STEVENSON, A DETROIT

DIESEL ALLISON DIVISION OF GM APPLICATION CONTRACTER WILL JOIN RIVERAS. PLEASE ADVISE SHERATON.

7. COUNT FOR SHERATON NOW 37.

8. BIOGRAPHY: PAUL GUAGLIONE IS DIRECTOR OF ENGINEERING FOR I-T-E WORLD TRADE CORPORATION, LTD., A SUBSIDIARY OF GOULD, INC. PRIOR TO THIS HE WAS MANAGER OF ENGINEERING FOR SEVEN YEARS OF POWER CIRCUIT BREAKERS FOR CONVENTIONAL AND SF6 GAS INSULATED SUBSTATIONS. BEFORE HE JOINED THE COMPANY TWELVE YEARS AGO, HE WAS INVOLVED FOR FIFTEEN YEARS IN THE DESIGN AND TESTING OF LARGE POWER TRANSFORMERS, CIRCUIT BREAKERS, DISCONNECT SWITCHES AND CONDENSER BUSHINGS. HE HAS A B.S. DEGREE IN ELECTRICAL ENGINEERING FROM THE H.T.S. - THE HAGUE HOLLAND, AND IS A PROFESSIONAL ENGINEER IN THE STATE OF CALIFORNIA. HE IS A SENIOR MEMBER OF IEEE, A MEMBER OF THE SWITCHGEAR COMMITTEE AND OF THE WORKING GROUP 70.1 ON GAS INSULATED SUBSTATIONS OF THE IEEE SUBSTATIONS COMMITTEE. HE IS ALSO A MEMBER OF CIGRE STUDY COMMITTEE 23 WORKING GROUP 03 ON GAS INSULATED SUBSTATIONS. HE HOLDS SIX U.S. PATENTS RELATED TO GAS CIRCUIT BREAKERS. HE RESIDES IN SOUTHERN CALIFORNIA.

9. ITE PERUVIAN REPRESENTATIVE IS MR. PETER KAUFMANN, SUCCESSOR, CARLOS KAUFMANN, CASILLA POSTAL 713, CALLE MIRO UNCLASSIFIED

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QUESADA 113, OFFICIANA 204., LIMA, PERU.

10. BIOGRAPHICAL SKETCH - RAMON CASAPRIMA - SALES MANAGER, FOR LATIN AMERICA, FAIRBANKS MORSE ENGINE DIVISION, COLT INDUSTRIES INTERNATIONAL INC., SADDLE BROOK, NJ 07662. MR. CASAPRIMA IS A GRADUATE MECHANICAL ENGINEER WITH OVER 25 YEARS OF EXPERIENCE IN BOTH ENGINEERING AND MANAGEMENT POSITIONS IN THE DIESEL POWER GENERATION FIELD WITH FAIRBANKS MORSE.

11. BIOGRAPHICAL SKETCH FOR TRW INCLUDE: A) JOHN TERMEER, MANAGER LATIN AMERICAN MARKETING OPERATIONS, MANHATTAN COLLEGE B.S. ELECTRICAL ENGINEERING, B) ABLE FERNANDEZ, POWER SYSTEMS ENGINEER, RENSSELAIR POLYTECHNIC INSTITUTE, B.S. ELECTRICAL POWER ENGINEERING, M.E. ELECTRICAL POWER ENGINEER, M.B.A., C) DR. HOWARD DANIELS, MGR POWER SYSTEMS APPLICATIONS GROUP. UNIVERSITY OF TEXAS B.S.E.E., M.S.EE, PHD. E.E., D) JORGE LARCO - STAFF ENGINEER TO DIRECTOR OF PROJECT OPERATIONS, UNIVERSITY OF BUENOS AIRES, M.S. ELECTROMECHANICAL AND ELECTRONIC ENGINEERING.

BIOGRAPHY - JAMES D. LAY, MANAGEMENT AND OPERATIONS ADVISOR, NATIONAL RURAL ELECTRIC COOPERATIVE ASSOCIATION, 2000 FLORIDA AVENUE, N.W., WASHINGTON, DC, 20009. MR LAY RECEIVED A BACHELOR OF ARTS DEGREE FROM GEORGE WASHINGTON UNIVERSITY. HE IS INVOLVED WITH EVALUATION STUDIES OF RURAL ELECTRIFICATION PROJECTS IN LATIN AMERICA TO DETERMINE THE SOCIAL AND ECONOMIC IMPACT OF ELECTRICITY IN THE RURAL AREAS OF THESE COUNTRIES. MR. LAY ALSO REVIEWS THE INTERNAL OPERATIONAL ADMINISTRATIVE AND ACCOUNTING PROCEDURES OF OPERATING RURAL ELECTRIC COOPERATIVES AND MAKES RECOMMENDATIONS FOR IMPROVEMENT ON CURRENT OPERATIONS AND MAINTENANCE PRACTICES; MAKES REGULAR CONTACTS WITH HOST COUNTRY AGENCIES INVOLVED IN RURAL DEVELOPMENT PLANNING

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TO ASSIST THESE AGENCIES IN CONSIDERING THE NEED FOR INCLUDING RURAL ELECTRIFICATION IN PROGRAM PLANNING; AND PLANS, WITH HOST COUNTRY AGENCIES, TRAINING AND MANAGEMENT ASSISTANCE THAT WILL IMPROVE THE CAPABILITIES OF MANAGERS, BOARDS OF DIRECTORS AND KEY PERSONNEL TO PLAN, COORDINATE AND CARRY OUT THEIR RESPONSIBILITIES IN THE PROVISION OF ELECTRICITY TO RURAL RESIDENTS, AGRICULTURALISTS, BUSINESSMEN AND INDUSTRIALISTS. PREVIOUSLY AS A LATIN AMERICAN REPRESENTATIVE FOR ARKANSAS ELECTRIC COOPERATIVES, INC., LITTLE ROCK, ARKANSAS, HIS PRIMARY DUTY WAS TO COORDINATE THE CONSTRUCTION OF RURAL ELECTRIC COOPERATIVE DISTRIBUTION SYSTEM, A SYSTEM WHICH NOW SERVES APPROXIMATELY 1,200 MEMBERS IN RURAL COSTA RICA. MR. LAY ALSO WORKED WITH SUCH NATIONAL AGENCIES AS INDE IN GUATEMALA; ENALUF IN NICARAGUA; IRHE IN PANAMA, AS WELL AS MANY PRIVATE COMPANIES AND COOPERATIVES PLANNING FOR AND CARRYING OUT ELECTRIFICATION PROJECTS IN RURAL AREAS.

13. BIOGRAPHIES OF GE SPEAKERS MAILED FROM NEW YORK AUG. 26, 1977. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Handling Restrictions: n/a
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SAS ID: 1597261
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - SYMPOSIUM, UPDATE NUMBER 1
TAGS: BEXP, PE
To: LIMA
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/8319635a-c288-dd11-92da-001cc4696bcc
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